



Montana Department of Transportation

2701 Prospect Avenue
PO Box 201001
Helena MT 59620-1001

Jim Lynch, Director
Brian Schweitzer, Governor

March 29, 2010

Restaurant Operators

Subject: Letters of Interest for Restaurant Operator

Dear Colleagues,

The Montana Department of Transportation, Aeronautics Division is seeking to retain the services of a restaurant operator to lease and provide restaurant services at the Yellowstone Airport Terminal Building, located 1.5 miles north of West Yellowstone, MT on a contractual basis.

Yellowstone Airport is a large, commercial service airport located immediately adjacent to Yellowstone National Park next to the community of West Yellowstone, Montana.

This unique seasonal facility offers up to 3 daily commercial flights servicing Salt Lake City via SkyWest Airlines. In addition a large amount of general and business aviation operations are hosted annually by the Airport.

Businesses that operate at the airport are SkyWest Airlines, TSA, 2 rental car companies, a fixed based operator, and a fully staffed USFS Smokejumper / Tanker Base.

Yellowstone Airport is owned and operated by the Montana Department of Transportation Aeronautics Division and is open from approximately May 1st through November 1st.

The Department has a fairly complete inventory of necessary items to operate most restaurant business models and holds a Beer and Wine License to be utilized by the operator. The Department requires that operators be available and open for business at a minimum from June 1st to Sept 30th each season. The Department also requests that the operator be open for business 1 hour prior to and 1 hour after each commercial flight. Minimums may be exceeded at the discretion of the operator.

Any food service operations, menus, hours, utility proration, etc. from Oct 1st to May 31st are at the discretion of the operator with the consent of the Department and are negotiable within the lease agreement. Any and all food operations in this season to be performed on airport premises will require the entity to give the current operator right of first refusal for services.

The Department will provide basic equipment to include but not limited to: refrigeration /freezer space, flattop Grill, 4-burner gas stove top, 2 ovens, deep fryer, charbroiled, steam table, walk- in cooler, soup warmers, buffet style steam table, microwave, reach ins, pizza oven, ice machines, dishwasher, tables, chairs, wait station, and basic cooking, dishware, and serving equipment. The Department will also provide all utilities except natural gas required for the cooking equipment, in exchange for a 10% of gross revenue as the lease payment during the summer operational season. Dates of service outside the normal operational season are negotiated and utilities are negotiated and prorated for this time frame separately.

The operator will have the option to cater from the premises to include the Beer and Wine License under the same agreement. The serving area is set for 82 persons total with optional outside seating available. Total square footage is approximately 1,700 sq ft. The operator has the option and non exclusive right to sell incidental items, gifts, periodicals, magazines, etc. under this proposal also as part of the 10% gross revenue rental.

The operator will be required to maintain liability and property insurance limits of \$1,000,000 per occurrence and \$2,000,000 aggregate to cover their operation. The operator will also pay for all requisite licenses and other requirements for the legal operation of their business requirements to include: all State business license requirements, Gallatin County Health Department requirements for food service operation, and Department of Revenue requirements associated as a lessee on the Airport's Beer and Wine License. There are no Town of West Yellowstone fees or requirements associated with this opportunity.

The Department is asking that all interested parties submit a letter to the Department indicating their interest in providing these services. The letter should contain the following:

- Your interest in providing the services
- Your ability to operate within the scope of this letter.
- A brief description of your work experience, including any restaurant, business, and other pertinent experience you may have in successful operations.
- A brief description of a proposed operation to include menus with pricing, hours, and a work plan.

Questions may be referred to Anthony Bean at (406) 646-7631 or the address below.

Submit your letter of interest to:

Anthony Bean
P.O. Box 306
West Yellowstone, MT 59758

All letters of interest must be received by 3:00 PM on April 16, 2010.

The Department will review all letters of interest and will then make a determination as to how to proceed in regards to this project.